

Directions:

Evaluate the student by checking the appropriate number or letter to indicate the degree of competency. The rating for each task should reflect **employability readiness** rather than the grades given in class.

Rating Scale:

- 3 Mastered** – can work independently with no supervision
2 Requires Supervision – can perform job completely with limited supervision
1 Not Mastered – requires instruction and close supervision
N No Exposure – no experience or knowledge in this area

NOTE: The code in parentheses is the competency identification number used in computerized management systems.

3	2	1	N	
				The student has mastered the related competencies of Agricultural Science I and II.

3	2	1	N	A. Economic Principles in Agriculture	Notes:
				1. Determine the point of maximum profit (A001)	
				2. Determine the fixed and variable costs of production and use the fixed/variable concepts in making business decisions (A002)	
				3. Determine when substitution is desirable and what is the most profitable level of substitution (A003)	
				4. Determine the opportunity cost of choosing various business alternatives (A004)	
				5. Determine the resulting change in price of commodities when shifts in supply and demand take place (A005)	
				6. Determine the effects of the time value of money on business investments and decisions (A006)	
				Other:	

3	2	1	N	B. Business Management	Notes:
				1. Compare the different business structures for agricultural businesses (B001)	
				2. Identify the steps in buying land (B002)	
				3. Explain the factors involved in starting an agricultural business (B003)	
				4. Identify and describe key components of contracts (B004)	
				5. Explain the importance of business procedures (B005)	
				6. Explain the importance of agribusiness records (B006)	
				7. Describe how to manage inventory and determine selling price (B007)	
				8. Explain how to handle customer transactions (B008)	
				9. Prepare a sales ticket (B009)	
				10. Describe the proper procedures for handling customer credit in a business (B010)	
				11. Explain factors that should be considered before securing a loan (B011)	

				12. Complete a financial analysis of a business (B012)	
				13. Explain business practices that will maximize after-tax income (B013)	
				14. Calculate the depreciation of an investment (B014)	
				15. Identify methods of reducing risk in a business (B015)	
				16. Explain the types of insurance needs of an agricultural business (B016)	
				17. Identify several cooperating agencies and services available (B017)	
				Other:	

3	2	1	N	C. Planning the Farm Business	Notes:
				1. Identify appropriate goal-setting activities that could be used for a farm business (C001)	
				2. Determine the present use of resources for a farm business (C002)	
				3. Explain the principles of planning a cropping system and be able to revise the cropping system of the case farm (C003)	
				4. Calculate machinery needs (C004)	
				5. Plan a profitable livestock system (C005)	
				6. Plan for the labor needs of a farm business (C006)	
				7. Determine the amount of capital needed for the farm business (C007)	
				8. Estimate farm business cash income and profitability (C008)	
				9. Revise a farm plan (C009)	
				Other:	

3	2	1	N	D. Operating the Agricultural Business	Notes:
				1. Explain the role of the employee (D001)	
				2. Explain the need for effective communication skills in an agricultural business (D002)	
				3. Identify skills needed for a successful career in agricultural sales (D003)	
				4. Describe the use of promotion in agriculture (D004)	
				5. Explain the appropriate use of agricultural displays (D005)	
				Other:	

3	2	1	N	Leadership & Personal Development for Advanced Students (Leadership Duty C)	Notes:
				1. Develop a resume and complete a job application (C001)	
				2. Develop a plan for finding a job (C002)	
				3. Describe how to apply and interview for a job (C003)	
				4. Describe the characteristics needed to develop desirable personal and social skills (C004)	
				5. Describe the importance and process of developing better human relationships (C005)	
				Other:	

3	2	1	N	Using the Missouri Farm Business Record Book (SAE Duty D)	Notes:
				1. Describe the two types of accounting methods (D001)	
				2. Complete the forms needed to open the Missouri Farm Business Record Book (D002)	
				3. Develop a projected cash flow (D003)	
				4. Record receipts and expenditures in the Missouri Farm Business Record Book (D004)	
				5. Complete additional records in the Missouri Farm Business Record Book (D005)	
				6. Complete the forms necessary to summarize the Missouri Farm Business Record Book (D006)	
				7. Analyze the farm business using the Missouri Farm Business Record Book (D007)	
				Other:	